

Work Of Employees Is Lauded

# OBPA Continues Progressive Development Strategy

The Ogdensburg Bridge and Port Authority continued a progressive development strategy to improve the economy of Northern New York through 1985. Chairman John H. Greene at the OBPA's Annual Meeting expressed his appreciation to the Board and Staff for their cooperation and success in progressing many agency objectives. A special thanks of recognition was offered by Chairman Greene to the dedicated and long term employees of the Authority.

Chairman Greene further expressed special thanks to Danny L. Duprey, Executive Director, for his fine dedication and leadership during the past three years noting that Mr. Duprey's experience and knowledge of Authority operations has proven to be most valuable in expanding program objectives as well as the Authority's revenue base.

Further, Chairman Greene commented on each of the Authority's operating facilities.

### COMMERCE PARK—INDUSTRIAL DEVELOPMENT

The Port of Ogdensburg Commerce Park facility was approved in June 1985 as Foreign Trade Zone No. 118. This designation combined with a seminar type marketing program is starting to generate several important and interesting prospects for firms interested in an Ogdensburg location. Additionally, the benefits of a Foreign Trade Zone can be utilized by existing Ogdensburg companies to improve their financial viability.

Authority staff under the direction of the Industrial Park and Construction Committee made up of

Rev. Msgr. Robert J. Giroux, Edward J. Thompson, Jr. and Patrick E. Hackett have progressed several key programs in 1985.

An additional 23 acres of land was acquired from Department of Mental Hygiene contiguous with Commerce Park which ensures available land for expansion in the future. Industrial Building No. 3 was improved with the replacement and upgrading of the roof to a more energy efficient roof system. Construction activities are managed by Milo MacDougall.

Two new tenants; namely, AEA Electronics and Capulum were attracted to Commerce Park in Buildings Six and Three respectively.

A considerable amount of progress was made in promoting the Soybean Extraction Plant to utilize the Heavy Industrial Park as the preferred location. Similarly, land transfer negotiations were completed with the Solid Waste Disposal Authority thus enabling the waste disposal facility to move toward construction in the Heavy Industrial Park.

Several new promotional brochures were developed and distributed for our Industrial Parks in Ogdensburg and Waddington.

The Authority joined the Ottawa-Carleton Board of Trade in order to improve our corporate awareness in the Ottawa business community. Marketing the Authority's industrial properties continues as a high priority.

### PORT OF OGDENSBURG MARINE TERMINAL FACILITIES

The Authority's \$3.7 million con-

tact with H. Schickel General Contracting to construct our Bulk Cargo Berth Expansion Project was completed. This project, in connection with a contract with Barrett Paving to expand our Outside Bulk Storage Access will greatly enhance our ability to handle a more diverse group of commodities.

Combined with the acquisition of new 6-yard Terex Front-End Loader and a new 1000 ton-per-hour Barber-Greene Conveyor System, the above facilities and equipment will be available in 1986 to handle cargo.

The above developments were in connection with the Port of Ogdensburg Development Study and were entirely funded by New York State Department of Transportation—Rebuild New York State Bond Funds.

A new salt handling contract was negotiated with Domtar Salt Company.

A new 5000 pound Clark Fork Lift Truck was acquired in order to supplement our general cargo handling capability.

Due to unforeseen problems at the Welland Canal the Marine Terminal diverted by salvagers Pisan, was able to attract 5,000 metric tons of woodpulp from the M/V ARETI, which was destined for Green Bay, Wisconsin, Proctor & Gamble facility. Although this was a fortuitous cargo, it indicated that the Authority's operating and distribution programs are capable of handling a wide variety of cargo not regularly discharged at Ogdensburg.

All of the above positive developments will improve and expand the Port of Ogdensburg's potential to handle a larger variety of cargo in a more cost-effective manner while providing the Authority with a broader revenue base and Northern New York industry with a viable alternative for participation in world markets.

The Port of Ogdensburg daily operations are supervised by Pier Superintendent William Payne. Authority staff, along with the Port Development Committee made up of Patrick E. Hackett, Rev. Msgr. Robert J. Giroux, George B. Looney, and William Greene, are

continuing to work extensively in developing further improvement programs for 1986.

### OGDENSBURG INTERNATIONAL AIRPORT

Authority staff under the direction of the Airport Advisory Committee Chairman George B. Looney and Member John H. Greene and Vernon "Sam" Burns were able to obtain a \$410,000 grant from Federal Aviation Administration and New York State Department of Transportation to upgrade the Taxiway and Ramp areas. In addition, a new snowblower was acquired to improve snow removal efficiency.

Further, Runway Safety Zones were expanded beyond the required limits of the Federal Aviation Administration.

The Authority is awaiting a final decision by the Federal Aviation Administration to fund a grant to upgrade the Airport Lighting System.

These actions are in keeping with the Airport Master Plan.

### ST. LAWRENCE RAILROAD

Although this operation is leased to National Railway Utilization Corporation, the Authority is actively involved in improving the facilities and the equipment. In 1985, the Authority sold two old locomotives and acquired a newly rehabilitated locomotive.

This action helps to ensure continued service on the Ogdensburg to Norwood shortline including the Port of Ogdensburg and Grain Elevator.

The railroad received 75 extra rail cars of activity in 1985 due to the emergency unloading of the woodpulp from the M/V ARETI.

### OGDENSBURG-PRESCOTT INTERNATIONAL BRIDGE

In 1985, the Authority's operating personnel, under the direction of Gary G. Dupree, was able to upgrade our Trailblazer Sign program including Route 812 from Lowville to Ogdensburg.

Replacement toll booth treadle equipment was installed while new tractor/mower was acquired to maintain the lawns of the Bridge Plaza.

At the Authority Board's 1986 Annual Meeting, Chairman Greene counted the Authority's blessings noting the progress achieved in 1985. As a self-supporting agency, the OBPA's primary challenge is to improve its financial viability and to continue the progressive development pace. These two major objectives are being aided by the Authority's efforts to automate out financial and marketing management programs. Current automation objectives are being coordinated by the Authority's Finance Officer, Brenda Lee M. Hargrave. Chairman Greene also acknowledged the fine cooperation and support received from City,

County, State, and Federal Officials.

The Authority Board includes, in addition to Chairman John H. Greene, Vice Chairman George B. Looney, Secretary Rev. Msgr. Robert J. Giroux, Treasurer Edward J. Thompson, Jr., Assistant Secretary Vernon D. Burns, Assistant Treasurer Patrick E. Hackett, Member William R. Greene, Danny L. Duprey as Executive Director is responsible for the administration, operations, and projects of the Authority as well as the implementation of Board policy. Salvatore L. Pisan, as Deputy Executive Director for Development is responsible for marketing and promotional activities.

Edward J. Thompson, Jr. and William R. Greene were nominated for reappointment to the Authority Board.

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## Collins Says Lower Financing 'Enticing'

Joseph Collins, owner of Collins Motor Sales Inc., Canton Road, said lower financing is "enticing" to people shopping around for good car buys.

People shop in economical terms — which car is dependable, good on gas and affordable. They want the most for their money.

His car dealership offers 7.9 financing on certain models, he said. "It's an attractive interest


rate," Collins added.

The most popular car last year was the Ford Escort. "It's the national top selling car. It has front wheel drive and its very economical," Collins said.

"We're looking for a modest increase in sales this year," he added.

Collins has operated the dealership for the last 12 years.

**Ogdensburg Bridge And Port Authority**  
Working To Anticipate The Economic Needs Of The Future



**OGDENSBURG-PRESCOTT INTERNATIONAL BRIDGE**

Spanning the St. Lawrence Seaway, the Ogdensburg-PreScott International Bridge has established a vital link between Canada and the United States for the past 25 years. That connection has promoted cultural and industrial enhancement for both countries.

**COMMERCE PARK**

The development of Commerce Park is an example of the Bridge's impact on industrial development and will no doubt continue to have a major positive affect in this region.

The Light Industrial Park provides Canadian firms the opportunity to establish low cost U.S. manufacturing locations strategically situated to serve all international markets efficiently. This has led to the creation of more jobs and diverse the economic base which will lead to the stability of the economy in Northern New York.

The Ogdensburg Bridge and Port Authority has continued to maintain its advantage in industrial development by adhering to sound business fundamentals and in not being complacent. This commitment has led to the development of Foreign Trade Zone 118 for Commerce Park in 1985.

**FOREIGN TRADE ZONE**

Due to the international makeup of the industrial park, a Foreign Trade Zone offers substantial advantages to both domestic and foreign manufacturers. The expanded marine facilities at the Port of Ogdensburg can now offer total flexibility in handling any volume of cargo and address key factors that are most important to shippers; namely, expeditious loading and discharging of cargo with new bulk handling equipment. Ability to provide inside storage to weather sensitive raw materials and especially designed buildings to compliment a contemporary maritime industry.

This means lower costs to shippers and affords our Northern New York industry the ability to compete in an international market aggressively.

**ST. LAWRENCE RAILROAD**

The Authority owned railroad provides total intermodal flexibility for marine oriented cargos. The railroad's presence in the Authority's Heavy Industrial Park in Ogdensburg as well as Waddington, New York is an important element in marketing these facilities to our heavy industrial prospects.

**OGDENSBURG INTERNATIONAL AIRPORT**

Truly, the Ogdensburg Bridge and Port Authority rounds out the total transportation picture by providing safe and dependable Air facilities at Ogdensburg International Airport in Ogdensburg, New York. The residents of Northern New York are continued to be served by Brockway Air which provides air service from Ogdensburg to Syracuse, New York City, Newark Airport and Philadelphia.

Operating as a self-supporting agency, the Ogdensburg Bridge and Port Authority will continue to serve, promote and expand industrial development through land, sea and air transportation within our limited resources.

*Report*  
**To Our Members**

ASSET SIZE..... \$6.2 MILLION  
LOANS OUTSTANDING..... \$5 MILLION  
SHARES OF SAVINGS..... \$5.6 MILLION

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3500 MEMBERS IN  
ST. LAWRENCE COUNTY  
FOR 30 YEARS  
AND STILL GROWING!**

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of Employees And Their Families:

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Ogd. Industrial Park  
City of Ogdensburg

Ogdensburg Bridge & Port Authority  
Ogdensburg Correctional Facility  
Ogdensburg Office-Dept. of Labor  
Baldon Manufacturing

**ST. LAWRENCE PSYCHIATRIC CENTER  
EMPLOYEES FEDERAL CREDIT UNION**  
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